

MARCH CROP WATCH



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AFBIS Information

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MARCH 15TH SALES CLOSING DATE

- **Arkansas**– Fresh Market Tomatoes
- **Kentucky**– Corn, All Tobacco, Grain Sorghum, Hybrid Corn Seed, Popcorn, & Soybeans
- **North Carolina**– Burley Tobacco
- **Oklahoma**– Corn, Cotton, Grain Sorghum, Processing Beans, & Soybeans
- **Tennessee**– Corn, Cotton, All Tobacco, Grain Sorghum, Processing Beans, & Soybeans
- **Virginia**– All Tobacco, Cabbage, Corn, Cotton, Fresh Market Beans, Tomatoes, Peanuts, Processing Beans, Soybeans, Sweet Corn, Spring Oats, & Grain Sorghum

APPLICATION REMINDERS

1. Review SBI requirements.
2. Power of Attorney Form is due by the Sales Closing Date.
3. Telephone numbers are required.
4. Agent & applicant signature is required by Sales Closing Date.
5. If applicant is transferring from another company, list the previous company and policy number.
6. Conditions of Acceptance must be answered on all new applications and carryover policies if the coverage level, plan of insurance, or any options on the policy are changed.
7. Designate a county if the *Insure all Counties* option is elected.
8. Enterprise units must be elected by the Sales Closing Date

PREMIUM DUE

Insured's who have unpaid 2009 MPCl accounts with a March 15th Sales Closing Date, must have the premium in the Raleigh Regional Office on or before 3/15/10. Please collect any remaining balance to help avoid cancellation and being placed on the Federal Crop Insurance Corporation's Ineligible Tracking System. Also, interest accrues on the 5th of every month. If there are any questions regarding unpaid premium, please contact Underwriting or check the *Policy Due List* on the AFBIS website.

PAYMENT AGREEMENT

If there is an insured who cannot pay their premium by the Sales Closing Date, a payment agreement may be requested. The request must be received by the Raleigh Regional Office before the Sales Closing Date to be considered.

2010 Price Information

Please use the AFBIS website for the most current price elections, including revenue coverage prices and factors. They are updated as quickly as RMA releases them. To access the prices, click on *Price Information* under MPCl Resources on the afbinc.com website. Select applicable state and county. The prices for insurable crops in the county will be listed by insurance plan.



FINAL DATE TO REPORT A CLAIMS

DATE	CROPS	STATES
3/15/10	Burley Tobacco	KY, NC, TN, & VA
3/15/10	Dark Air Tobacco	KY
3/30/10	Fire Cured Tobacco	VA
3/30/10	Dark Air Tobacco	KY & TN
4/30/10	Fire Cured Tobacco	KY & TN

ENTITY TYPES FOR THE 2010 CROP YEAR APPLICATIONS &/OR SBI INFORMATION

The following entity types will need to be used on all new applications and identified on all carryover policies.

S-Spousal (married)	H- Public Agency- State
I- Individual	V- Public Agency- County
P- Partnership	W- Public Agency- City
C- Corporation	A- Public Schools
T- Irrevocable Trust	J- Joint Operators, Co-Owners
R- Revocable Trust	
Y-LLC	
D-Estate	
X- Individual acting as a Company	
E- Associations, Clubs, Private Schools, &/or Tax Exempt Organizations	

Note: All corrections to SSN/EIN require the insured's signature and date

JOINT VENTURE SIGNATURE REQUIREMENTS

Both parties involved in a Joint Venture must sign all paperwork, unless there is an Authorized Representative or Power of Attorney for the policy. The Authorized Representative may be indicated on the Application or Change Form, but both parties would need to sign the form initially. If no indication is made on the Application or Change Form, a separate signed statement can be submitted that states one person has the authority to sign for any/all policies.

Production Reporting Reminder- Production and Yield Reports for all applicable crops are due 45 days after the Sales Closing Deadline, but can be collected and submitted with the Application or Change Form. Production and/or yields must be reported for all farms with planted acreage in the 2008 crop year.

Production Reporting Deadlines

- All states with a 2/28 Sales Closing Date, the Production Reporting Deadline is 4/14/10
- All states with a 3/15 Sales Closing Date, the Production Reporting Deadline is 4/29/10

2010 Agent Incentive Leaders

State	Agent	Acres	Level
OK	Doug Hauser	7,957	1
OK	Alton Weathers	5,557	2
OK	Rex Kraft	5,408	3

SHORT RATING IN OKLAHOMA

Short Rating (grazing out) deadlines are approaching. Please find the deadline for the applicable county in the county actuals on our website, www.afbisinc.com, listed under the *Resources* tab on the homepage. Submit a revised acreage report signed and dated on or before the appropriate short rate deadline for acreage to be short rated for the 2010 crop year. Identify these acres on the Acreage Report with an "SR" so Underwriting can correctly process the report. Insured acres that will be put to another use after the deadline must be submitted to claims for an appraisal.



SPRING 2010 POLICY CHANGES

Soybeans– Arkansas & Virginia

Soybeans will be separated by Type of Soybeans planted in 2010. This issue must be discussed with your insured by the Sales Closing Date (2/28 & 3/15). The Type of Soybean must be indicated on the Application/Change Form. The Types are:

- Large Seeded Food Grade
- Small Seeded Food Grade
- Low Linolenic Acid
- Low Saturated Fat
- High Proteins
- All Others (harvested as grain)

Soybeans must be divided by number of acres that are planted to each Type on separate line items on Acreage Reports.



Tobacco– All states

There are new provisions for all types of Tobacco. These new provisions change the way that Quality Adjustments will be paid, have a requirement for submission of lease agreements where share crop arrangements are involved, and other important changes. If your insured plans to continue coverage for Tobacco for 2010, a Change Form must be signed. If the Change Form is not signed, the policy will be cancelled.

Soybeans– Arkansas, Kentucky & Tennessee

The Planting Practices of Following Another Crop (FAC) & Not Following Another Crop (NFAC) must be reported separately on Acreage Reports; and Actual Production Histories must be maintained separately also.

LIMITED RESOURCE FARMER— A person with direct or indirect gross farm sales not more than \$100,000 in each of the previous two years and has a total household income at or below the national poverty level for a family of four, or less than 50% of the county median household income in each of the previous two years. The website provided will allow you to enter the state and county for an insured to see if they fall into this household income category.

www.nrcs.usda.gov/programs/SLB_Farmer/

The CAT fee (\$300 per crop/county) or MPCPI fee (\$30 per crop/county) will be waived. Any additional premium for the MPCPI policy must be paid by the insured. The form is due with all new applications or with the Acreage Report for carryover policies. The Limited Resource Farmer form can be found under “Application Related Forms” on the Form section on the AFBIS website

Agent Co-Op Advertising Guidelines

1. **This program is for agents writing crop insurance in AAIC states**
2. We will pay 50% of the total cost up to a maximum of \$250.00 per agent.
3. **Multiple advertisements can be added together to qualify for the full payment, however, we would expect agents to compile multiple invoices into one request for reimbursement. No one will receive reimbursements in excess of the maximum.**
4. A copy of the paid invoice is required to be submitted to the Regional Manager for reimbursement.
5. **A copy of the advertisement is required to be submitted to the Regional Manager for reimbursement.**
6. It does not have to be a paper advertisement. It can be products such as sandwiches, hats, shirts, etc.
7. **The reimbursement can be for any type of third party advertising, i.e. newspapers, radio spots, &/or telephone book listings, etc. as long as they meet requirements.**
8. Reimbursement will only be for Crop Hail or MPCPI. The agent **MUST** be certified for MPCPI for us to reimburse for MPCPI advertising. Advertising is limited to the line of business we process in the state.
9. **We will not reimburse for combined advertisements with lines of business we do not process.**
10. We will NOT pay for alcohol of any kind.
11. **The Regional Manager will submit a copy of the paid invoice and a copy of the advertisement to the Schaumburg Corporate Office (SCO) for disbursement of the payment.**
12. The Regional Manager must provide SCO with the agent name and mailing address for reimbursement.